

Message Text

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PAGE 01 STATE 202768
ORIGIN NEA-10

INFO OCT-01 ISO-00 PM-05 DODE-00 CIAE-00 INR-07
NSAE-00 PRS-01 L-03 /027 R

DRAFTED BY NEA/ARP:J J ZIOLKOWSKI:LB
APPROVED BY NEA/ARP:J R COUNTRYMAN
NEA/RA:W GROSS
PM/SAS:D KEENE (INFO)
DOD/DSAA:MS.THIRLES (INFO)
DOD/ISA/NESA:T O WILLIAMS (INFO)
-----052250 251443Z /43
R 251359Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY KUWAIT

C O N F I D E N T I A L STATE 202768

E.O. 11652: GDS

TAGS: MASS, KU

SUBJECT: KUWAITI INTEREST IN EMERAD 30 AIR DEFENSE GUNS

1. REPRESENTATIVES OF EMERSON ELECTRIC MET WITH NEA OFFICERS TO REVIEW EMERSON TALKS WITH KUWAIT MOD ON 30MM AIR DEFENSE GUNS. EMERSON TEAM HAD JUST RETURNED FROM KUWAIT WHERE, ACCORDING TO COMPANY REPS, IT ALSO BRIEFED EMBOFFS AND CHUSLOK.

2. EMERSON TEAM SAID THAT MEETINGS WITH MOD WERE CHAIRED BY EGYPTIAN AIR DEFENSE ADVISERS. INITIALLY, EMERSON REPS SAID, EGYPTIANS FAVORED AIR DEFENSE SYSTEM THAT WAS "LABOR INTENSIVE" IN SPITE OF KUWAIT'S MANPOWER SHORTAGE. TOP-LEVEL GOK WISHES SEEM TO FOCUS ON AUTOMATED SYSTEMS, HOWEVER.

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3. TALKS CENTERED ON AIR DEFENSE SYSTEM FOR TWO MILITARY AIRFIELDS, EMERSON SAID. HOWEVER, MOD ALSO ASKED ABOUT AIR DEFENSE FOR NEW NAVAL BASE AND ONE EMERSON REP THOUGHT GOK WOULD INEVITABLY WANT SYSTEM TO PROTECT REFINERY/ PETROCHEMICAL/INDUSTRIAL AREA AROUND SHUAIBA. BASED ON PLAN FOR DEFENSE OF TWO AIRFIELDS, EMERSON REPS SAID TOTAL

SYSTEM WOULD INCLUDE 100 GUNS, 44 TRACKING SYSTEMS, AND FOUR SEARCH SYSTEMS. THIS WOULD REQUIRE TOTAL OF 193 PERSONNEL, 105 FOR OPERATION AND 88 FOR MAINTENANCE. AIR DEFENSE SYSTEMS FOR TWO AIRFIELDS PLUS NAVAL BASE WOULD REQUIRE TOTAL OF 249 PERSONNEL.

4. IF GOK SELECTS EMERSON AND USG GIVES APPROVAL FOR SALE OF SYSTEM, EMERSON ENVISIONS FIVE-YEAR TURNKEY PROJECT PRICED AT APPROXIMATELY DOLS 200 - 250 MILLION EXCLUDING COST OF BUNKERS (THIS FOR TWO AIRFIELDS). COST INCLUDES TRAINING, SOME CONSTRUCTION, PROJECT SUPERVISION AND SOME SPARE PARTS. EMERSON REPS ESTIMATED THAT IN FOURTH YEAR OF PROJECT MAXIMUM OF 55 U.S. PERSONNEL IN-COUNTRY WOULD BE REQUIRED FOR TWO-AIRFIELD PROJECT. AT OTHER PHASES OF PROGRAM, LESS PERSONNEL WOULD BE REQUIRED.
CHRISTOPHER

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NNN

Message Attributes

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